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March 22, 2007

VIA HAND DELIVERY

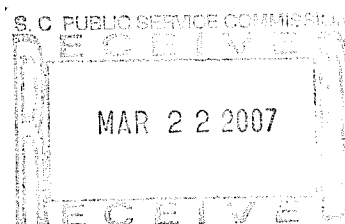
Charles L. A. Terreni, Esquire

Chief Clerk and Administrator

Public Service Commission of South Carolina

101 Executive Center Dr., Suite 100

Columbia, SC 29210



RE: Application of New Horizon Communication Corporation Authority to Operate as a Reseller of Interexchange Telecommunication Services within the State of South Carolina and to be Regulated in Accordance with Procedures Established for Alternative Regulation in Order No. 97-1734 and 96-55 in docket No. 95-661-C
Docket No.: 2007-20-C

Dear Mr. Terreni:

Enclosed for filing on behalf of New Horizon Communication Corporation, please find the original and twenty-five (25) copies of the direct testimony of Glen Nelson in the above referenced action. By copy of this letter I am serving all parties of record.

I have enclosed an extra copy of this application which I would ask you to date stamp and return to me through my courier. If you have any questions or if I may provide you with any additional information, please do not hesitate to contact me. Thank you.

Sincerely,

ELLIOTT & ELLIOTT, PA

A handwritten signature in black ink, appearing to be "Scott Elliott", written over the printed name.

Scott Elliott

COPY

Posted: ted

Dept: S.A

Date: 3/22/07

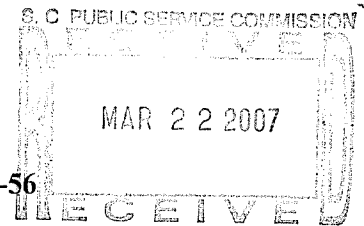
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SE/jcl

Enclosure

cc: Shannon B. Hudson, Esq. w/enc.
F. David Butler, Esq. w/enc.

BEFORE THE
PUBLIC SERVICE COMMISSION OF
SOUTH CAROLINA
DOCKET NO. 2007-20 -C - ORDER NO. 2007-56



IN RE: APPLICATION OF)
NEW HORIZONS COMMUNICATIONS CORP.)
AUTHORITY TO OPERATE AS A)
RESELLER OF INTEREXCHANGE)
TELECOMMUNICATION SERVICES)
WITHIN THE STATE OF)
SOUTH CAROLINA)

**DIRECT TESTIMONY
OF GLEN NELSON**

I. Introduction

1. **Q. Please state your name and business address.**

A. My name is Glen Nelson . My business address is 335 Bear Hill Road, Waltham,
Massachusetts 02451.

2. **Q. By whom are you employed and in what capacity?**

A. I am VP Marketing and Business Development of New Horizons Communications
Corp. ("New Horizon").

3. **Q. Please give a brief description of your background and experience in business
and telecommunications.**

A. My background and experience, as well as other members of the management team
of New Horizon, is set forth in Attachment 4 to our application.

1 7. **Q. Please describe the services New Horizon intends to provide within the State of**
2 **South Carolina.**

3 A. New Horizon seeks authority to operate as a reseller of intraLATA and interLATA
4 intrastate telecommunications services to the public on a statewide basis. New
5 Horizon seeks authority to offer on a resale basis within South Carolina intrastate,
6 interLATA and, to the extent authorized by the Commission, intraLATA direct-
7 dialed services including (1+) service, flat rate service, 800 inbound service, and
8 travel cards. New Horizon seeks statewide authority to provide intraLATA services
9 authorized by the Commission in Docket Nos. 92-182-C, 92-183-C, and 92-200-C.
10 New Horizon has no plans at this time to construct any telecommunications
11 transmission facilities of its own and seeks no construction authority. New Horizon
12 will operate exclusively as a reseller. New Horizon intends to engage in
13 "switchless" resale. New Horizon will arrange for the traffic of underlying
14 subscribers to be routed directly over the networks of Applicant's network providers.

15 8. **Q. What carrier will New Horizon utilize as its underlying carriers for services in**
16 **South Carolina?**

17 A. New Horizon intends to utilize Global Crossing as its underlying carriers. New
18 Horizon will choose its underlying carriers based upon the quality of service of the
19 carrier properly certified by the Commission to provide such service.

1 9. Q. Does New Horizon currently provide intrastate telecommunications services in
2 any other state?

3 A. Yes. New Horizon is currently authorized to provide these services in the following
4 states: Arkansas, California, Colorado, District of Columbia, Florida, Idaho,
5 Illinois, Indiana, Iowa, Kentucky, Maine, Massachusetts, Michigan, Minnesota,
6 Missouri, Montana, New Hampshire, New Jersey, New Mexico, New York,
7 North Carolina, Ohio, Oregon, Pennsylvania, Rhode Island, South Dakota, Utah,
8 Vermont, Virginia, Wisconsin and Wyoming.

9 10. Q. Has New Horizon ever had an application for a certificate of public convenience
10 and necessity denied?

11 A. No.

12 11. Q. Does New Horizon intend to file a tariff with the Commission?

13 A. Yes. New Horizon filed a tariff along with its Application in this proceeding which
14 it will modify as necessary in order to meet the Commission's requirements. We
15 believe New Horizon's Tariff will comport with all Orders, Rules, and Regulations of
16 the Commission.

17 12. Q. Will New Horizon comply with the Commission's orders regarding the resale of
18 interexchange carrier services?

19 A. Yes. New Horizon will at all times provide and market interexchange carrier
20 services in accordance with current Commission policies. In addition, New Horizon
21 at all times will provide interstate services in compliance with all FCC rules and
22 regulations.

13. **Q. Has New Horizon provided any intrastate telecommunications services within the State of South Carolina?**

A. No it has not.

14. **Q. What rates will New Horizon charge upon receipt of certification?**

A. New Horizon will charge the tariffed rates approved by the Commission.

15. **Q. How will New Horizon market services in South Carolina?**

A. New Horizon intends to market its services via direct sales by New Horizon's employees and independent sales agents.

III. Managerial, Technical and Financial Qualifications

16. **Q. Does New Horizon have sufficient managerial, technical, and financial resources and ability to provide the telecommunications services proposed in its Application?**

A. Yes. New Horizon has sufficient technical, financial, and managerial resources and ability to provide the telecommunications services for which authority is sought herein. New Horizon's personnel represent a broad spectrum of business and technical disciplines, possessing many years of individual and aggregate telecommunications experience.

My qualifications and experience are discussed on Attachment 4 to our application, which attachment also supports Applicant's managerial and technical ability to provide the services for which authority is sought herein.

1 (5) An expanded tax base and revenue source for the State of South Carolina;
2 and,
3 (6) Additional sources of revenues for Local Exchange Companies through
4 access charges and billing and collection fees.
5 20. Q. **Has the Company ever been the subject of an investigation by any state**
6 **Regulatory body or by the FCC?**
7 A. No.
8 21. Q. **Will the Company agree to abide by and comply with the Commissions**
9 **Rules and Regulations and Commission Orders in its operations in South**
10 **Carolina?**
11 A. Yes.
12 22. Q. **Does this conclude your testimony?**
13 A. Yes. I would like to thank the Commission for this opportunity to provide
14 information relevant to New Horizon's Application and am ready to provide any
15 additional information that the Commission may need in making its decision.
16

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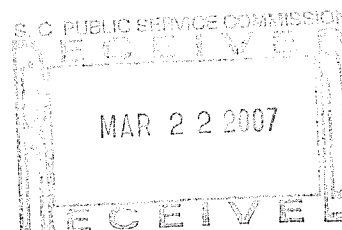
CERTIFICATE OF SERVICE

The undersigned employee of Elliott & Elliott, P.A. does hereby certify that she has served below listed parties with a copy of the pleading(s) indicated below by mailing a copy of same to them in the United States mail, by regular mail, with sufficient postage affixed thereto and return address clearly marked on the date indicated below:

RE: Application of New Horizon Communications Corporation
Authority to Operate as a Reseller of Interexchange
Telecommunication Services within the State of South
Carolina and to be Regulated in Accordance with
Procedures Established for Alternative Regulation in Order
No. 97-1734 and 96-55 in docket no. 95-661-C

DOCKET NO.: 2007-20-C

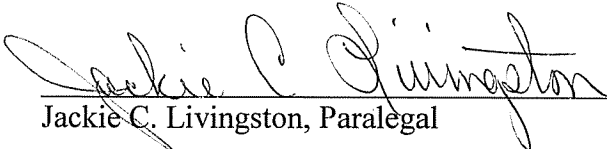
PARTIES SERVED: Shannon B. Hudson, Esquire
Office of Regulatory Staff
PO Box 11263
Columbia, SC 29211



F. David Butler, Esquire
SC Public Service Commission
101 Executive Cetner Dr., Ste. 100
Columbia, SC 29210

PLEADING: DIRECT TESTIMONY OF GLEN NELSON

March 22, 2007


Jackie C. Livingston, Paralegal